



EST. 2010 · AFRICA — ASIA — EU/UK — USA

# TKC AFRICA

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*Unlocking Investment. Enabling Growth. Transforming Africa.*

A Strategic Investment Advisory & Business Transformation Firm

CORPORATE PROFILE · 2026



● WHO WE ARE

## The bridge between global capital and African opportunity

TKC Africa is a strategic investment advisory and business transformation firm that connects international investors, institutions and corporations with high-growth opportunities across Africa.

For over fifteen years we have helped global capital find its footing on the continent — de-risking market entry, structuring cross-border transactions and building the local partnerships that turn ambition into durable, measurable results.

We operate at the intersection of capital, government and enterprise — trusted by development finance institutions, investors, governments and multinationals to unlock opportunity and deliver sustainable growth.

AT A GLANCE

**US\$500M+**

Capital & transactions facilitated

**100+**

Companies advised

**8**

African markets

**4,000+**

Professionals trained



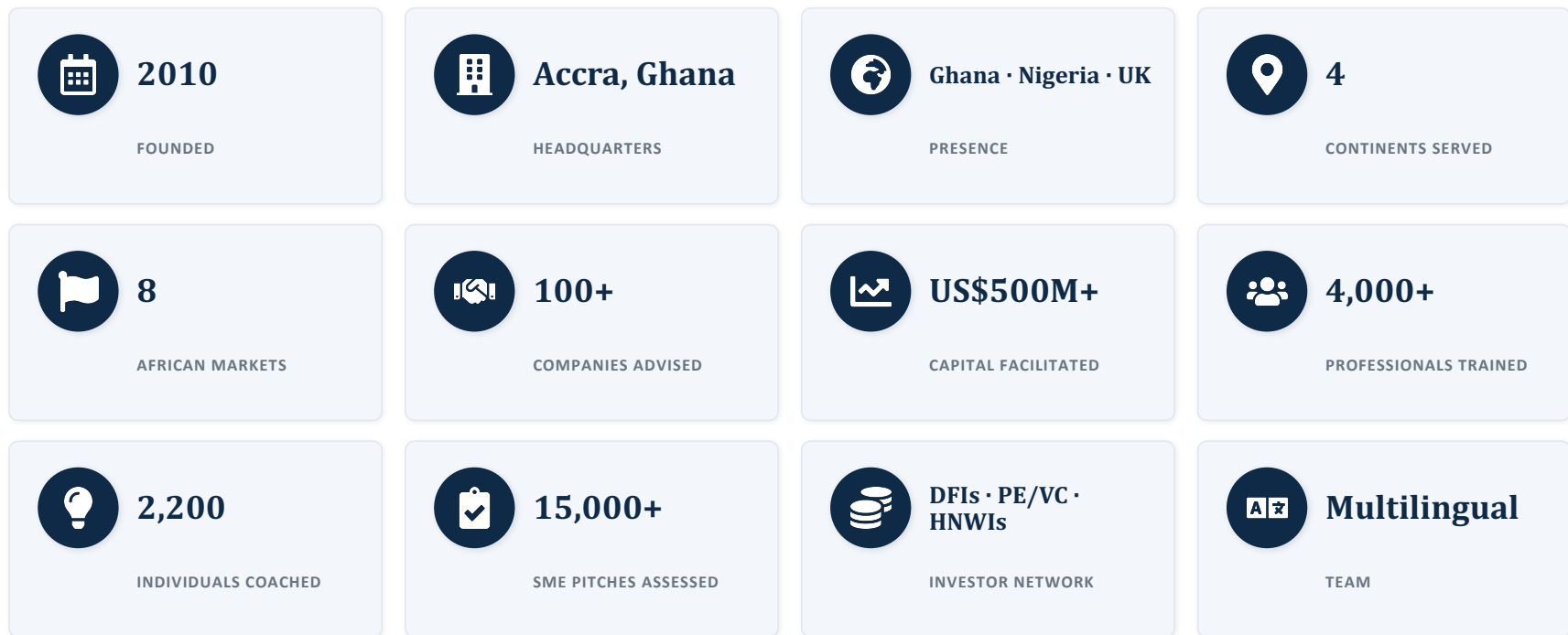
● NAVIGATION

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## Company Snapshot



● INVESTMENT HIGHLIGHTS



## Why TKC Africa



### Trusted market-entry advisor

A credible, in-country partner that reduces the risk and friction of entering African markets.



### Cross-border transaction expertise

M&A, joint ventures and capital raises structured and executed across borders.



### PE/VC & development-finance fluency

Native to the language of investors, funds and DFIs across the capital stack.



### Independent, investor-aligned counsel

We protect our clients' interests with objective, conflict-free advice.



### Deep institutional access

Established relationships across governments, regulators and development finance institutions.



### On-the-ground execution

Not just strategy — we deliver, mobilise partners and see initiatives through.



### ESG & impact integration

Growth that is sustainable, inclusive and aligned to global standards.



### Pan-African reach, local intelligence

Continental coverage powered by genuine local knowledge and networks.

## ● OUR STORY

# From a boutique Accra advisory to a cross-border firm

TKC Africa was founded in 2010 to close a persistent gap. Global investors could see the scale of Africa's opportunity but lacked a trusted partner able to navigate its markets with credibility, speed and integrity — while African enterprises and institutions needed a genuine bridge to international capital, standards and networks.

From a boutique advisory in Accra, the firm has grown into a cross-border practice operating across Africa, Asia, Europe and North America — advising more than 100 companies, facilitating over US\$500 million in transactions and initiatives, and training thousands of professionals and entrepreneurs.

Today, TKC Africa stands at the intersection of capital, government and enterprise — the partner investors, governments and multinationals turn to when they need to move with confidence in Africa.

### MILESTONES

- **2010**  
Founded in Accra, Ghana
- **2013–19**  
Continental talent & MBA mobilisation
- **2022**  
GIZ green-commerce partnership
- **2023–25**  
Led Ghana's PE/VC association
- **2026**  
Cross-border investment advisory

● PURPOSE

## Vision & Mission



### OUR VISION

*To be Africa's most trusted partner for cross-border investment — the firm that turns global capital into lasting prosperity across the continent.*



### OUR MISSION

*To unlock investment, enable growth and transform enterprises by connecting international capital with African opportunity through strategic advisory, rigorous execution and enduring local partnerships.*



● WHAT GUIDES US

## Core Values



### Integrity

Independent counsel. We protect our clients' interests, always.



### Excellence

World-class standards, rigorously applied to every engagement.



### Trust

Relationships built to last — across capital, government and enterprise.



### Impact

Growth measured in jobs, dignity and lasting prosperity.



### Partnership

We succeed only when our clients and partners succeed.



### Local Depth

Global standards powered by genuine African intelligence.

# The Africa Opportunity

*Africa is the defining growth story of the century — young, urbanising, digitising and integrating into a single continental market.*

**1.4B+**

people — the world's fastest-growing population

**#1**

youngest population on earth  
(median age under 20)

**54**

nations united under the AfCFTA  
free-trade area

**~1 in 4**

of the world's people will be  
African by 2050

*AfCFTA — the largest free-trade area in the world by number of member states.*

● GROWTH DRIVERS



## Six forces reshaping the continent



### Demographics & Talent

A young, fast-growing workforce of 1.4 billion — the engine of tomorrow's consumption and productivity.



### Urbanisation

Rapid city growth is driving demand for housing, mobility, energy and consumer goods.



### AfCFTA & Trade

A single market of 54 nations unlocking intra-African trade and regional value chains.



### Digital Economy

Mobile-first consumers, fintech and a booming startup ecosystem leapfrogging legacy systems.



### Green Economy

Abundant renewables, critical minerals and rising climate-finance flows.



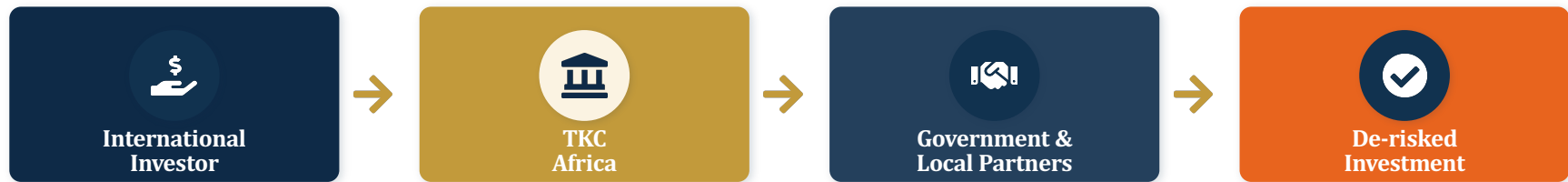
### Infrastructure

A vast pipeline across power, transport, logistics and aviation.

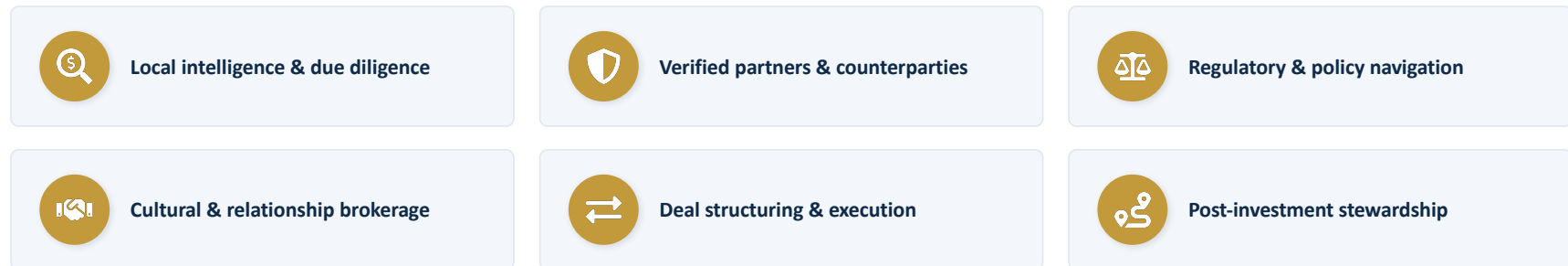
● OUR VALUE PROPOSITION



## We turn cross-border risk into confident investment



HOW WE REDUCE RISK



● SERVICES



## What We Do



**Investment Advisory**



**Market Entry & Expansion**



**Capital Raising & Investor Relations**



**Cross-Border Transactions ·  
M&A / JV**



**Business Transformation**



**Government & Stakeholder Relations**



**Due Diligence & Risk**



**Strategic Partnerships**



**Trade & Investment Facilitation**



**Capacity Building & Training**



**ESG & Impact Advisory**



**Innovation, Digital & AI**

● PRACTICE AREAS

## Four practices, one integrated partner



### Capital & Transactions

01

Investment advisory, capital raising, M&A and joint-venture structuring, investor relations, deal sourcing and due diligence.



### Market Entry & Growth

02

Market-entry strategy, expansion, business development, partner identification and go-to-market execution.



### Transformation & Advisory

03

Business and organisational transformation, operational restructuring, change management and board advisory.



### Enablement & Impact

04

Government relations, capacity building, ESG and impact advisory, and digital, data and AI innovation.



● WHERE WE WORK

## Sector Expertise



Financial Services & Investment



Agriculture & Agribusiness



Energy & Power



Technology & Digital Economy



Infrastructure



Manufacturing & FMCG



Trade & Logistics



Aviation & Mobility



Creative & Media



Healthcare



Education & Skills



Green & Climate



● REACH

## Geographic Footprint

A West-Africa core, a continental footprint and international corridors into Europe, the UK, the USA and Asia.

● **West Africa · Core**  
Ghana · Nigeria · Côte d'Ivoire · Senegal

● **East Africa**  
Kenya

● **North Africa**  
Egypt · Morocco

● **Southern Africa**  
South Africa

● **International Corridors**  
EU · UK · USA · Asia (China)

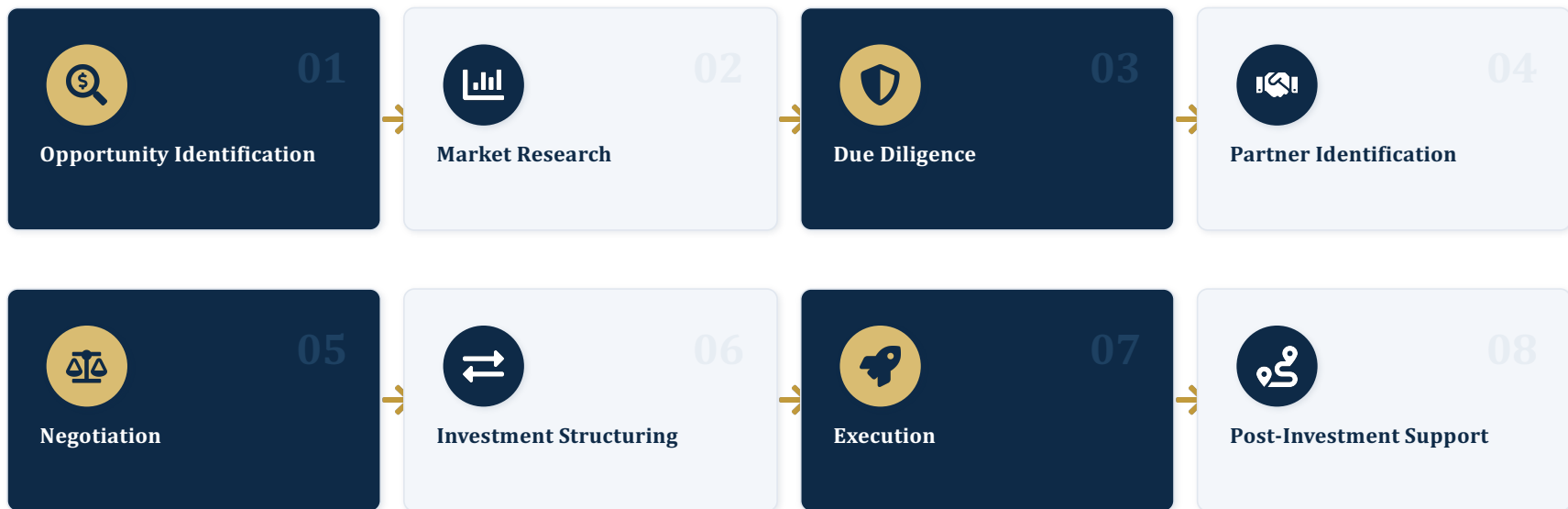
### REPRESENTATIVE WORK

- ✓ Deal-sourcing and investor visit management across markets
- ✓ Representing foreign companies entering West African markets
- ✓ Supporting the Intra-African Trade Fair for Afreximbank
- ✓ Sourcing technical partners for agricultural projects
- ✓ Establishing East & Southern Africa ties for expansion
- ✓ A pitching platform for 15,000+ SMEs across ECOWAS

● HOW WE ENGAGE



## End-to-End Investment Lifecycle Support



● OUR METHODOLOGY

# The TKC Investment Success Framework™

*A disciplined, repeatable path from opportunity to measurable impact.*





● THE DIFFERENCE

## Our Competitive Advantage

Capability	Global Consultancy	Going Direct	TKC Africa
Local market intelligence	Limited	Weak	Deep
Government & institutional access	Variable	Limited	Established
Verified local partners	Outsourced	Unknown	Vetted network
Speed to execution	Slow	Slow	Fast
On-the-ground presence	Fly-in	None	Resident
Investor alignment & independence	Conflicts	N/A	Independent
Cost efficiency	Premium	High risk	Efficient

*Strong across every dimension that determines whether cross-border capital succeeds in Africa.*



● FOR INVESTORS

## Why International Investors Choose Us



### Local Intelligence

Ground-truth market knowledge that desk research and fly-in teams cannot replicate.



### Cross-Cultural Capability

A multilingual, multicultural team fluent across investor and local contexts.



### Government Access

Established relationships that open doors and accelerate approvals.



### Institutional Credibility

A track record trusted by DFIs, funds, governments and multinationals.



### Speed

We move quickly — from opportunity to structured, executable deal.



### Risk Reduction

Verified partners, rigorous diligence and hands-on stewardship.



● SELECTED ENGAGEMENT

## Ghana Venture Capital & Private Equity Association

*Repositioning a national private-capital ecosystem*

### THE CHALLENGE

Ghana's leading private-equity and venture-capital association needed to rebuild its funding base, grow its membership and strengthen its standing with international investors and policymakers.

### OUR APPROACH

- Overhauled investor relations and institutional partnerships
- Deepened engagement with DFIs, fund managers and regulators
- Drove ecosystem, policy and international positioning initiatives

### THE IMPACT

**600%**

fundraising turnaround

**150%**

membership growth

**Regional hub**

elevated Ghana's PE/VC standing

*Role: Led as Chief Executive Officer & Head of Secretariat (2023–2025).*



● **SELECTED ENGAGEMENT**

## Young African Leaders Initiative (YALI)

*Continental talent identification at scale*

### THE CHALLENGE

Screen, select and develop the next generation of African leaders across West Africa — from an applicant pool of unprecedented size.

### OUR APPROACH

- Designed a system to process 500,000+ applications
- Ran end-to-end recruitment, shortlisting and interviewing
- Delivered training in entrepreneurship, civil society & public policy

### THE IMPACT

**4,000+**

fellows trained

**9**

West African countries

**500K+**

applications processed

*Programme partners: USAID · Mastercard Foundation. Delivered across the Ghana & Nigeria Regional Leadership Centres (2015–2018).*



● **SELECTED ENGAGEMENT**

# Enterprise & SME Acceleration

*Building an investable SME pipeline*

## THE CHALLENGE

Unlock financing and investment-readiness for high-potential SMEs and entrepreneurs across the ECOWAS region.

## OUR APPROACH

- Built a nationwide business-pitch platform with a dial-in innovation
- Identified, trained and connected founders to capital
- Delivered investment-readiness and digital-commerce training

## THE IMPACT

**15,000+**

SME pitches assessed

**85,000+**

public votes over two seasons

**Thousands**

entrepreneurs trained

*Delivered with Media General (TV3 · 3FM), Innohub, YALI West Africa and GIZ.*



● TRUSTED BY

## Clients & Partners

### DFIS & MULTILATERALS

Afreximbank  
GIZ  
United Nations (UNFPA)  
UNECA / IDEP  
Acumen

### GOVERNMENT

Ghana Ministry of Trade & Industry  
W.K.O. Austria

### FINANCIAL INSTITUTIONS

Bank of America Merrill Lynch  
Bank PHB (Keystone)

### DEVELOPMENT & NETWORKS

Africa Venture Capital Association (AVCA)	SuperReturn Africa
AfCFTA Policy Network	YALI (USAID)
Austria Business Agency	Africa 2.0
Mastercard Foundation	WimBiz
	GUBA

### ACADEMIC & TALENT

Harvard / HarvardX  
Lagos Business School  
Ashesi University  
The MBA Tour  
Webster University, Vienna

### CORPORATE & MEDIA

CFAO (PPGL)  
Media General · TV3 · 3FM  
Soundcity  
Miss Universe Ghana  
ERIS  
AXYS



● BEYOND CAPITAL

## Capacity Building & Skills

Investment succeeds where talent is ready. Alongside deals, TKC Africa builds the human capacity that makes markets investable.

**4,000+**

Professionals recruited & trained

**8,000+**

MBA candidates mobilised (7 yrs)

**2,200**

Individuals coached

**95%**

UNFPA fellows placed in the UN & agencies

### FLAGSHIP PROGRAMMES



#### GIZ — SME empowerment & digital commerce

Bespoke, cluster-tailored training in e-commerce, customer service and productivity.



#### UNFPA YOLE Fellows

Soft skills, commercial acumen and self-pitching for 100+ young fellows.



#### YALI Leadership Centres

Entrepreneurship, civil society and public-policy training at continental scale.



#### Corporate change management

Professionalism and transformation training for CFAO/PPGL, ERIS and others.

● SUSTAINABLE GROWTH

# ESG & Impact

*We measure success not only in returns, but in the prosperity, dignity and opportunity our work creates.*



## Job Creation

Enterprise growth that expands quality employment.



## Women's Empowerment

Advancing women's leadership, enterprise and inclusion.



## Youth Development

Skilling and mobilising Africa's young talent.



## Financial Inclusion

Widening access to capital for SMEs and founders.



## Sustainable & Green Growth

Green commerce, climate-aligned and responsible investment.



## Diaspora Engagement

Channelling diaspora capital and networks into Africa.

*Aligned to the United Nations Sustainable Development Goals (SDGs).*



## Risk Management We Help You Navigate



### Political Risk

Reading the landscape and building the relationships that provide stability.



### Currency & FX Risk

Structuring for volatility and protecting cross-border value.



### Regulatory Risk

Navigating licensing, compliance and evolving policy frameworks.



### Operational Risk

Vetted partners and hands-on execution that de-risk delivery.



### ESG Risk

Embedding responsible, standards-aligned practice from the outset.



### Reputational Risk

Verified counterparties and integrity-first advisory.



● FORWARD-LOOKING

## Digital, Data & Innovation



### AI-Enabled Advisory

Applying artificial intelligence to research, screening and decision support.



### Data & Market Intelligence

Turning data into sharp, actionable market and investment insight.



### Digital Transformation

Helping enterprises modernise operations and business models.



### Green & Digital Commerce

Scaling sustainable digital trade with GIZ across West Africa.



### Innovation Ecosystems

Connecting founders, funders and enablers to build durable ecosystems.



### New Ventures

Identifying and shaping the next generation of investable businesses.

OUR IMPACT

# By the numbers

**US\$500M+**

Capital & transactions facilitated

**100+**

Companies advised

**4,000+**

Professionals trained

**15,000+**

SME pitches assessed

**8**

African markets

**22+**

Years of executive experience








LEADERSHIP

## Founder & Managing Consultant



**HANNAH B. ACQUAH**

Global executive economist with 22+ years across Africa, Europe, Asia and North America — specialising in strategic partnerships, emerging-markets advisory, private equity and cross-border investment.

-  Facilitated US\$500M+ in transactions and strategic initiatives
-  Former CEO, Ghana VC & PE Association — 600% fundraising turnaround, 150% membership growth
-  Head of Business Development, West Africa — Acumen
-  Strategic role in a US\$400M banking acquisition with McKinsey (82 branches)
-  Top 25 Faces of the New Africa — BRICS Magazine

**EDUCATION** Executive MBA, Harvard · MA Economics, Vanderbilt · BSc, University of Maryland · Investment Management, UNECA/IDEP

**BOARDS & FELLOWSHIPS** Director, World Aviator Group · Fellow, Royal Society of Arts · Acumen & YALI Fellow



## Thought Leadership



### Research & Publications

- “The State of Venture Capital & Private Equity in Ghana (1991–2023)” (2024)
- <https://gvca-ghana.org/reports/>
- Research in labour economics and energy policy
- Analyses of corporate mergers and capital markets



### Speaking & Convening

- Speaker, moderator and panelist at international investment forums
- Business pitch competitions reaching 85,000+ voters
- MBA Tour and YALI leadership convenings



### Policy & Ecosystem

- AfCFTA private-sector integration
- Intra-African Trade Fair — Afreximbank
- Ghana’s Made-in-Ghana initiative with the Ministry of Trade

# Vision 2030

*Scaling from advisory to a full-spectrum platform for African investment and growth.*



## Pan-African Expansion

Extending the footprint into new high-growth markets.



## Impact & Climate Investing

Mobilising capital for sustainable, climate-aligned growth.



## VC & Startup Ecosystems

Building the pipelines that fund Africa's innovators.



## Diaspora Capital

Channelling diaspora wealth and networks into the continent.



## AI-Enabled Advisory

Sharper insight and decisions through applied AI.



## Infrastructure & Aviation

Advising on the assets that connect and power Africa.



LET'S BUILD SOMETHING ENDURING

# Partner with TKC Africa

*Unlocking investment. Enabling growth. Transforming Africa.*



Accra, Ghana



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